

Message Text

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ORIGIN NEA-09

INFO OCT-01 ISO-00 EB-07 COME-00 TRSE-00 CIAE-00 INR-07

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APPROVED BY NEA-MR. SOBER

NEA/ARP:FMDICKMAN

TREASURY- TROSEN

TREASURY:GPARSKY

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O R 042226Z FEB 75

FM SECSTATE WASHDC

TO AMEMBASSY JIDDA IMMEDIATE

INFO AMCONSUL DHAHRAN

C O N F I D E N T I A L STATE 025592

E.O. 11652: GDS

TAGS: BTRA, EFIN

SUBJECT: VISIT BY DUPONT OFFICIALS

1. DUPONT OFFICIALS, LED BY SENIOR VICE PRESIDENT AND MEMBER OF DUPONT EXECUTIVE COMMITTEE EDWARD G. JEFFERSON, HAVE MET WITH TREASURY AND DEPT. AND PROVIDED OUTLINES PROPOSAL THEY WISH TO PRESENT SAUDI ARABIA AS FOLLOWS: DUPONT PROPOSES 50-50 JOINT VENTURE OF TRULY INTERNATIONAL SCOPE INVOLVING EXPENDITURES OF 2-3 BILLION DOLLARS OVER NEXT 10 YEARS, TO BE SPLIT ROUGHLY IN THREE WAYS BETWEEN REFINERIES IN SAUDI ARABIA, DOWNSTREAM FACILITIES IN U.S., AND OTHER MARKETS INCLUDING FACILITIES TO SUPPLY INTER-MEDIATES NEEDED BY DUPONT. AS PART PACKAGE DUPONT PREPARED TO COOPERATE WITH SAUDIS IN SETTING UP RESEARCH AND DEVELOPMENT INSTITUTE WHICH, FOR EXAMPLE, COULD BE LINKED TO COLLEGE OF PETROLEUM AND MINERALS. DUPONT PREPARED MAKE AVAILABLE ITS CONSIDERABLE RESEARCH EXPERIENCE AND EXPERTISE FOR PERIOD AS LONG AS 20 YEARS IF SAUDIS WISH AND TO ESTABLISH INTERNSHIP PROGRAM TO TRAIN SAUDIS IN DUPONT FACILITIES IN U.S. PROPOSAL IS GREATLY
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EXPANDED VERSION OF EARLIER ONE FOR INVESTMENT ONLY IN

SAUDI ARABIA PROVISIONALLY ACCEPTED BY PETROMIN GOVERNOR
TAHER IN LETTER OF INTENT SIGNED OCT. 74.

2. IN RESPONSE JEFFERSON'S QUERY RE USG REACTION TO ABOVE,
WE HAVE TOLD HIM WE SEE NEW RELATIONSHIPS WITH SAUDIS SUCH

AS DUPONT IS PROPOSING AS IN US INTEREST AND WE PREPARED
BE OF ASSISTANCE, AS WE WOULD FOR ANY U.S. FIRM.

3. SEVEN MEMBER DUPONT GROUP, LED BY JEFFERSON AND
INCLUDING DAVID K. BARNES, VP AND GENERAL MANAGER OF
ENERGY AND MATERIALS DEPARTMENT, THOMAS A. CASADEVALL,
MANAGER OF FOREIGN AND BANKING DIVISION, TREASURER'S
DEPARTMENT, RONALD B. BROOKS, ASSISTANT CHIEF ECONOMIST,
AND THOMAS R. MCHALE OF MORGAN STANLEY & CO., PLANS
ARRIVE JIDDA SATURDAY FEBRUARY 8. THEY WOULD LIKE TO CALL
ON AMBASSADOR SUNDAY MORNING FEBRUARY 9 AND OBTAIN
GUIDANCE ON HOW BEST PROCEED WITH THEIR MISSION IN SAUDI
ARABIA. THEY ARE TRYING TO ARRANGE MEETING WITH PETROMIN
GOVERNOR ABDUL HADY TAHER THROUGH FRED CRAWFORD OF FNCB.
MCHALE IS TRYING ARRANGE MEETINGS WITH PRINCE SAUD BIN
FAISAL AND HISHAM NAZER. PARSKY HAS ALERTED SOLIMAN
SOLAIM, WHO WILL TRY ARRANGE MEETING FOR GROUP WITH
MINISTER ABA AL-KHAIL. GROUP WOULD APPRECIATE YOUR
THOUGHTS AND PERHAPS ASSISTANCE ARRANGING ABOVE MEETINGS
AS WELL AS POSSIBLY MEETINGS WITH YAMANI AND PRINCE FAHD.
THEY ALSO PLAN VISIT ARAMCO AND COLLEGE OF PETROLEUM AND
MINERALS AND OTHER PARTS EASTERN PROVINCE. GROUP PREPARED
TO STAY IN SAUDI ARABIA FOR WHATEVER TIME IS NECESSARY TO
ACCOMPLISH THEIR MISSION.

4. WOULD APPRECIATE EMBASSY PROVIDING APPROPRIATE
ASSISTANCE. PLEASE ADVISE WHETHER AMBASSADOR AVAILABLE TO
MEET WITH GROUP FEBRUARY 9. KISSINGER

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